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### EXTENSION WORK AMONG NEGROES

CONDUCTED BY NEGRO AGENTS, 1923

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Practically all the negro farm operators in the United States are located in the 16 Southern States. The census of 1920 enumerated more than 920,000 negro farmers operating approximately 27,000,000 acres of improved land in farms. In an effort to do more effective demonstration work among this large racial group of farmers, there has been slowly developed in most of these States an auxiliary extension force composed of negro men and women agents, working exclusively among people of their own race.

#### INCEPTION OF WORK

Farm demonstration work began in the South in 1904. The first negro agent was appointed in November, 1905, in cooperation with Tuskegee Institute, Alabama. A few months later a similar agent was appointed to work in Virginia in cooperation with Hampton Institute. Both of these men have been employed continuously since their appointment. The cooperating institutions are two of the leading negro agricultural and industrial schools of the South. Because of their interest and influence, negro demonstration work in the beginning developed most rapidly in these States.

Several years elapsed after the first negro demonstration agents began work before the wisdom of the policy was generally conceded, and the number of such agents materially increased. In 1909 but three additional States—Mississippi, Georgia, and South Carolina—

had negro demonstration agents on their rolls, and the total number of such employees in all States was nine. As the work gained recognition, however, other States began to employ negro agents, and in recent years the number has been increased about as fast as conditions would permit. In most States the first negro agent was employed for general work in a district comprising a number of counties, and the employment of workers in individual counties followed only when the agent had succeeded in arousing interest in the work and in obtaining sufficient local cooperation. As a rule, negro agents were employed first to work in counties having the largest rural negro population, but the extent of local interest and cooperation and the attitude of white officials and farmers in particular counties were also important factors in determining their location.

The first negro woman agent was employed for county work in Okfuskee County, Okla., in 1912. The chamber of commerce in Boley, a negro town in the county, cooperated in her employment. She is still at work and in the same county.

When the Smith-Lever law became effective in 1914, about 100 negro men and women demonstration agents were working in 11 States. This special service for negroes was the only branch of extension work that did not suffer loss of agents owing to readjustments after the war. On the contrary, the number of agents employed has grown steadily as the value and significance of their work have been more clearly recognized. At the close of 1923, 294 negro agents were employed in all branches of extension work in 16 States. This was an increase of 44 agents during the year and of 52 since 1921. In a number of States the negro agents constitute numerically a considerable part of the State extension organization.

It must not be inferred, however, that no extension work is done among negro farmers in these States except by negro agents. From the inception of demonstration work in the South, both white and negro farmers were selected as demonstrators and cooperators. The services of white extension agents have been and are now available to farmers of both races seeking information and advice in solving their farm problems. Some junior club work, also, is done among negroes by white agents. No separate reports, however, are made by white agents of work done with negroes; so that, even though a considerable part of their time was spent in work with negro farmers and their families, it can not be segregated in their reports.

Although it is believed that more work with negro farmers was done by white extension agents and specialists in the Southern States in 1923 than in any previous year, it is doubtful whether white agents can make as effective extension contacts with negroes as the negro agents, because they can not enter into negro home life or social activities. The work of negro extension agents is of special significance and promises to be a possible means for the solution of some of the economic and other problems arising through the presence of negroes in such large numbers on southern farms.

## ORGANIZATION

### GENERAL

Negro agents are engaged in the general cooperative extension work carried on under the provisions of the Smith-Lever law, under



the general supervision of the United States Department of Agriculture and the direct supervision of the State agricultural colleges through the State extension director.

Two negro field agents with headquarters at Tuskegee Institute, Alabama, and Hampton Institute, Virginia, represent the United States Department of Agriculture in contacts with negro extension leaders, negro colleges, and organizations and leaders of their race, in their respective territories, which together cover 15 States. Their duties are (1) to cooperate with State directors and other white supervisory agents, organizations, and individuals within the States in developing negro extension work; (2) to assist negro State supervisory agents in planning work, preparing reports, establishing relationships, and generally in getting more uniform and efficient service from the local agents; and (3) to study the best methods of doing extension work among negroes, as developed anywhere in their territory, and to take such information to agents in other States.

In States employing a sufficient number of negro agents to justify separate direct supervision, a negro State leader, sometimes called a district agent, is employed. A few States also have assistant leaders or district agents. Eleven States employ supervisory negro agents in men's work, seven States have negro women supervisory agents, and six States have negro club leaders. Generally, all supervisory agents are located at the State negro agricultural and mechanical college, and in all States these institutions cooperate with the white agricultural and mechanical college in the promotion of this phase of extension. Agents' conferences, short courses for adults and club members, and like meetings of negro agents and farmers are held each year at these institutions.

Extension work done by negro agents is of the same general character as that conducted by white agents in the Southern States. Negro men agents are responsible for work with men and boys and negro women agents for work with women and girls. Frequently, however, where a county has but one agent, both boys' and girls' club work is carried on by the agent, whether man or woman. Negro agents receive subject-matter assistance from specialists on the extension staffs of the white agricultural and mechanical colleges, and from the heads of departments of the negro colleges.

Demonstration teaching in agriculture and home economics among negroes is of the simplest and most direct kind. It tries to follow S. A. Knapp's advice to "get down to where people can understand; touch bottom and lift." The aim is to reach negro farmers and their families and to influence them to adopt better farm practices, to help them to increase their earning capacity, and to improve their living conditions; and also to interest negro boys and girls in farm activities, and to train them in the use of improved methods in farming and home making.

#### EXTENSION WORK IN THE COUNTIES

Considerable progress has been made during the past year or two in organizing negro farmers and their families within the counties for extension purposes. Some form of community organization, usually an agricultural club, is utilized in each county that has a negro agent. Community clubs elect local leaders, help make pro-

grams of work, raise funds for club equipment and for premiums at local fairs and exhibits, provide social entertainment, and assist generally in promoting various phases of the extension program for their community and county (fig. 1). Through the community club, cooperative purchases of lime, fertilizers, seeds, and other supplies are made at substantial savings to their members.

In Texas and some other States, a community council or board assists in making and executing programs. A central county organization, known as a county supervisory board or county council of agriculture, also exists in most counties in several States. These are created in various ways. Some are composed of presidents or elected representatives of community agricultural clubs and others of leading negro farmers appointed as project or local leaders at meetings in communities. However organized, these central organizations function in much the same way. They hold meetings with agents at stated intervals, usually monthly, to discuss progress and to make



Fig. 1.—A community fair. Farmers and their families in most counties are organized into community clubs, which stage local fairs and exhibits, provide social entertainment, and make cooperative purchases of lime, fertilizers, seeds, and other supplies at a substantial saving to their members. (Photograph furnished by Kentucky Extension Service)

plans. They assist in conducting county fairs, campaigns, rallies, camps, picnics, tours, and other extension activities during the year. Often they raise money to defray expenses of delegates to the State short course, for premiums at community and county fairs, and for other educational or extension purposes. In some counties, these organizations also raise funds to help pay the local agent's salary or expenses. It is in community clubs that voluntary leadership is developed and utilized. The total number of voluntary, county, community, and local leaders actually engaged in forwarding adult negro demonstration work in 1923 was 7,575.

Besides these definite extension organizations, many cooperating organizations assist in carrying out programs of work in counties. Leading among these have been negro chambers of commerce, school officials and teachers, lodges, federations of women's clubs, health societies, and negro farmers' unions. The great number of different organizations, white and black, that are mentioned in the reports of 1923 as having cooperated in carrying on county work



is very encouraging. Perhaps the rural negro churches were first of all in the extent of encouragement and support given to extension work in the counties. Few agents from any State fail to mention the church as one of their best cooperators in carrying out the programs of work. The Georgia State agent says:

Negro ministers all over the State gladly welcome demonstration agents into their churches and give them all the time and space needed to talk to the congregations, to give demonstrations, and to arrange programs. The ministers indorse the work of the agent, urge their congregations to take advantage of the extension program, and often conduct demonstrations under the agent's supervision.

Many counties support both men and women agents, but in a few States one agent works in a number of counties. In Florida, owing to limited funds, a policy has been established of placing one agent, either man or woman, as local people may prefer, in every county having a large negro rural population before placing two agents in any one county. The agent, whether man or woman, is expected to carry on all lines of work among negroes as far as practicable. Club agents and other supervisory agents also, as a rule, do considerable work among negro farmers in some counties without local agents. Local agents' work was carried on regularly in 260 counties, and some work was done in 30 or 40 additional counties during 1923.

The classification and total number of negro agents on December 31, 1923, and the States in which they were employed are shown in Table 1.

TABLE 1.—*Classification of negro extension agents, December 31, 1923*

State	County agent work			Home demonstration work			Boys' and girls' club work			Total
	State leaders	Assistant State leaders and district agents	County agents	State leaders	Assistant State leaders and district agents	County agents	State leaders	Assistant State leaders and district agents	County agents	
Field agents <sup>1</sup>										2
Alabama	1	1	21	1		8	1			33
Arkansas		1	9		1	10				21
Florida		1	7			8				16
Georgia	1		10		1	16	1			29
Kentucky	1		4							5
Louisiana			8			6		1		15
Maryland			2		1	1				3
Mississippi		1	15		1	15	1			33
Missouri			1							1
North Carolina		1	18			6	1			26
Oklahoma		1	9			3				13
South Carolina		1	9		1	3				14
Tennessee			5			4				9
Texas	1	2	19		1	13				36
Virginia		2	25		1	7				35
West Virginia							1		2	3
Total	4	11	162	1	6	100	5	1	2	294

<sup>1</sup> Maintained by the United States Department of Agriculture, with headquarters at Tuskegee Institute, Alabama, and Hampton Institute, Virginia.

## FINANCES

Sources of funds for employment of negro extension agents are the same as for white agents. Salaries are paid from United States Department of Agriculture funds, Federal and State Smith-Lever funds, county funds, and funds from other cooperating agencies and individuals within the county. The steady growth of negro extension work is well shown by a comparison of total expenditures for the concluding year of each of four 5-year periods:

1908-----	\$4, 184
1913-----	22, 241
1918-----	149, 264
1923-----	385, 085

In most States county appropriations for support of negro extension work are increasing. Progressive white citizens in many counties help to bring about the appointment of negro agents by appearing before county courts or chambers of commerce to urge support. Local funds for agents' salaries often come from other sources. Negro county councils or supervisory boards, in a number of States, have raised the required funds among members of their own race. Banks, and even private individuals, contribute through the college for county work. In Missouri, the work of the one agent is almost entirely financed by a negro farm bureau. Chambers of commerce, business men's leagues, and other civic organizations in some counties supply the local funds required to procure an agent.

Expenditures from all sources for support of men and women negro agents in the separate States are shown in Table 2.

TABLE 2.—Cost of negro extension work for year ended June 30, 1923

State	Work with men and boys				Work with women and girls				Total
	Number of agents	U. S. Department of Agriculture	Smith-Lever	County and other county funds	Number of agents	U. S. Department of Agriculture	Smith-Lever	County and other county funds	
Alabama-----	24	\$7, 186. 00	\$28, 396. 00	\$240. 00	9	\$1, 438. 00	\$9, 500. 00	-----	\$46, 760. 00
Arkansas-----	9	2, 887. 33	9, 039. 00	7, 713. 33	10	1, 904. 00	9, 340. 00	\$6, 147. 72	37, 031. 38
Florida-----	9	1, 250. 33	6, 730. 00	-----	9	636. 50	3, 002. 50	1, 252. 50	12, 871. 83
Georgia-----	15	2, 520. 33	17, 738. 33	1, 875. 00	17	1, 412. 33	5, 385. 67	3, 457. 00	32, 388. 66
Kentucky-----	5	1, 498. 33	6, 584. 43	1, 826. 67	-----	-----	-----	-----	9, 909. 43
Louisiana-----	9	2, 736. 00	9, 076. 00	500. 00	6	1, 100. 83	2, 851. 01	791. 67	17, 055. 51
Maryland-----	2	700. 00	3, 340. 00	-----	1	248. 34	1, 000. 00	300. 00	5, 588. 34
Mississippi-----	14	3, 311. 83	10, 900. 84	3, 623. 34	14	1, 468. 34	5, 435. 00	6, 238. 33	30, 977. 68
Missouri-----	1	1. 00	-----	-----	-----	-----	-----	-----	1. 00
North Carolina-----	15	4, 278. 67	14, 712. 50	3, 295. 00	5	120. 33	949. 08	-----	23, 355. 58
Oklahoma-----	10	1, 978. 00	19, 220. 00	-----	4	1, 200. 00	5, 600. 00	-----	27, 998. 00
South Carolina-----	7	2, 380. 00	5, 165. 56	-----	13	620. 00	3, 105. 00	-----	11, 270. 56
Tennessee-----	5	1, 796. 00	6, 300. 00	-----	4	1, 380. 00	3, 670. 00	-----	13, 146. 00
Texas-----	16	2, 244. 67	19, 701. 00	2, 817. 50	11	1, 363. 34	7, 728. 99	2, 610. 83	36, 466. 33
Virginia-----	27	4, 390. 00	20, 559. 99	4, 751. 83	8	1, 013. 33	4, 351. 66	808. 34	35, 875. 15
West Virginia-----	5	333. 33	1, 995. 00	60. 00	1	120. 00	1, 680. 00	-----	4, 188. 33
Office of Cooperative Extension Work-----	2	8, 792. 34	-----	-----	-----	-----	-----	-----	8, 792. 34
Total-----	175	48, 284. 16	179, 458. 65	26, 702. 67	112	14, 025. 34	63, 598. 91	21, 606. 39	353, 676. 12

## RETARDING INFLUENCES

Extension work among negroes in many sections of the South has been conducted under trying conditions for the past few years. The practical failure of the cotton crop in some sections for two or



three successive years, owing to bad seasons and boll weevils, and the general depression in the price of other farm products resulted in many thousands of negro farmers being reduced to a state of extreme poverty. Farms were abandoned, and the migration to the industrial centers of the North and East, where employment and good wages could be obtained, assumed startling proportions in 1922 and continued through 1923.

The northward exodus of negro farmers embraced all classes—farm owners, tenants, and share croppers. Many landowners sold their farms at a sacrifice before going. Others simply moved off and left them. The movement of negro farmers and farm tenants was heaviest from sections in which there was most suffering due to crop disasters. But thousands who had no compelling economic reasons for seeking new fields and employment caught the fever to go North and either sacrificed their holdings and moved at once or began making plans to go, and so lost interest in local affairs. Tenants, frequently between suns, abandoned their growing crops and joined the exodus. All this, of course, adversely affected all forms of extension work with both adults and juniors. The State agent for Alabama reported as follows:

The problem as affecting our work is not alone created by those who actually go out, but by the mental attitude of those who are still at work on their farms. Agents are more and more confronted with interference in the execution of constructive programs on the part of farmers who are well-meaning but who have become victims of the epidemic of unrest that is invading the South.

There are no dependable statistics showing the number of negro farmers who have left the farms and gone North, or to the cities in the South, in the past two or three years; but there is little doubt that it would total close to 100,000, or approximately 10 per cent of the entire number of negro farm operators in the South, as shown by the census of 1920. The States of South Carolina, Georgia, Alabama, and Mississippi suffered by far the heaviest loss of negro farmers because of successive disasters to the cotton crop, but all the Southern States were more or less affected.

The demoralizing tendency of this situation, as it affected extension work among negroes during the past year, was at least partially offset by the increased support and cooperation of the press, the church, civic organizations, and the public generally. It seemed to be generally considered that extension work offered the best means of overcoming the poverty, dissatisfaction, and unrest prevailing among negro farmers, and of thus checking the migration from the rural sections. Many leading city papers of the South called editorial attention to the work of negro agents and the possibilities of their effective influence in allaying the unrest among colored people, and urged greater cooperation and support for them. The county papers and the agricultural press, as well as city journals, carried frequent news stories of the success of negro demonstration work. Liberal premiums were given at community, county, and State fairs to inspire rivalry and encourage negro farmers and club members.

That negro agents' work was partly successful in checking the rush of negro farmers to the cities seems beyond question. The agents did this, not by directly urging farmers to stay on their farms, but by pointing out to them the possibilities of a profitable

and satisfying life on the farm through the use of better methods and the adoption of a "live at home" program. The following reports are typical:

The unrest among negro farmers in Georgia, according to authentic surveys, has been far less marked in counties having negro agents. The one county to be practically unaffected in this respect has had the services of a negro farm and home demonstration agent for nine years.

Oklahoma has seen much unrest among negro farmers in 1923, but it is clearly seen that sections and people that have had the aid of efficient extension agents have been least disturbed. Our observation is that the farmer does not understand how to shift from an all-cotton program to one of diversity without some aid; and where the extension service is available, he makes the shift without much trouble and generally with success and satisfaction. There is a constant improvement in home and living conditions among negro farmers.

## RESULTS

### GENERAL ACTIVITIES

Negro men and women agents reported visits to 28,606 different farms and to 25,543 different homes during the year in the conduct of farm and home extension work. They received 55,869 office calls relating to some phase of extension work and sent out 155,040 copies of 2,925 different circular letters. They wrote, and had published in local papers, 2,665 articles relating to their work. They held 3,369 training meetings for local leaders, 21,904 demonstration meetings, 528 farmers' institutes, 506 extension schools and short courses, 249 junior club encampments and rallies, and 2,555 other extension meetings, with a total attendance at all such meetings of 847,108 people. Demonstration meetings alone were attended by 411,947 people.

The division of activities among the various lines of work and the general size and scope of the work are indicated in Table 3. Several different lines of work were carried on under each general project listed.

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TABLE 3.—*Summary of program of negro extension work, 1923*

Title of project	Communities participating	Voluntary leaders		Days specialists helped	Days agents worked (office and field)	Adult result demonstrations	Meetings at demonstrations		Other meetings in relation to projects	
		Number assisting	Days assistance rendered				Number	Attendance	Number	Attendance
Soils.....	568	442	545	41	1,710	5,807	444	10,877	243	7,090
Farm crops.....	1,847	2,697	4,790	375	13,356	17,427	4,053	53,814	1,772	86,559
Horticulture.....	1,307	929	995	60	2,614	20,694	1,272	17,571	381	15,675
Animal husbandry.....	806	611	847	59	2,347	1,758	629	10,887	290	9,015
Dairy husbandry.....	461	259	308	14	757	4,159	559	4,795	110	4,193
Poultry husbandry.....	1,326	957	1,359	168	3,143	4,254	1,516	72,221	540	15,068
Rural engineering.....	367	262	348	29	754	1,232	360	6,015	181	6,707
Rodents, predatory animals, and birds.....	144	104	144	7	224	1,251	107	1,950	46	1,756
Agricultural economics, including farm management and marketing.....	247	367	408	37	798	-----	244	14,756	90	4,802
Foods and nutrition.....	1,261	1,470	2,166	92	5,041	28,684	3,325	57,279	732	52,267
Clothing and millinery.....	851	595	669	43	1,712	10,067	1,029	17,078	142	3,174
Home health and sanitation.....	1,086	766	856	33	1,719	3,054	1,015	22,362	247	26,422
Household management and home furnishing.....	609	536	716	227	923	5,846	691	13,448	132	4,838
Community activities.....	246	448	487	78	632	-----	164	9,325	168	6,770
Miscellaneous.....	1,350	1,946	1,766	161	7,671	3,445	1,642	36,959	1,057	61,930



## FARM DEMONSTRATION WORK

## SOILS

Under this project 5,807 adult demonstrations were completed or carried through the year, involving 81,232 acres. These included demonstrations in the most profitable use of fertilizers for different field crops, in the home mixing of fertilizers, better care of farm manures, use of lime or limestone, and growing and plowing under of green-manure crops for soil improvement.

Plowing under a green-manure crop is an advanced step in soil improvement that far too few southern farmers yet follow. It was therefore a worth-while achievement to influence 6,084 negro farmers to do this on 38,487 acres as a demonstration of the benefit to the soil obtained by the practice. In 1923, 20,644 farmers controlling 280,322 acres were reported to have been influenced to change practices relative to soil management.

## CEREALS

Corn and oats received most attention from negro agents, but many demonstrations in wheat, rye, barley, and other cereals were also carried through the year.

In 1923 negro adults completed 2,838 corn-growing demonstrations, involving 23,259 acres. Corn yields of demonstrations ran from 10 to 20 bushels, and often more, above the average yield in the same communities. Under instruction, many negro farmers in all parts of the country have become proficient corn raisers and now practice the best cultural methods. Improved practices were adopted on about 120,000 acres as the result of adult and junior corn demonstrations. During 1923, 10,939 demonstrators and cooperators planted selected or improved seed corn, 2,891 tested their seed corn for germination, and nearly 1,000 negro farmers grew selected or improved seed corn for sale.

According to a Virginia report, a negro farmer was induced to grow crimson clover as a cover crop to be turned under for his 2-acre corn demonstration. He top-dressed the clover with  $3\frac{1}{2}$  tons of stable manure per acre, used improved seed, and planted and cultivated the corn crop as instructed. His yield was 70 bushels per acre, whereas two years before the same land had yielded but 30 bushels per acre. In another county six demonstrators produced an average of 48 bushels of corn per acre on a total of 49 acres by following instructions as to seed, fertilizers, and cultivation.

The cumulative educational effect on negro farmers of many thousands of such demonstrations carried on by their neighbors in every community is becoming evident in the general adoption of better practices of corn culture.

## LEGUMES AND FORAGE CROPS

A total of 7,304 completed adult demonstrations in legume forage crops, involving over 60,000 acres, shows the interest that has been aroused among negro farmers in hay and forage, soil-improvement crops, and cash crops other than cotton. Cowpeas lead the list with 1,741 completed demonstrations, involving 11,087 acres, and then come



peanuts, velvet beans, pastures, soy beans, lespedeza, crimson clover, alfalfa, red or alsike clover, and sweet clover, in the order named.

The interest in permanent pastures, as shown by 920 completed demonstrations, involving 10,179 acres of land, is significant. It undoubtedly means, among other things, that negro farmers are awakening to the importance of milk as a part of the family diet and the part that pastures play in maintaining good milk cows. A silver medal, offered to the North Carolina negro agent causing the establishment of the largest number of permanent pastures in any county, was won by the agent of Martin County, with 12 permanent pastures to his credit for the year.

One hundred and fifty negro farmers from 14 counties in Georgia, accompanied by the local farm demonstration agent and their State supervisory agents, spent a day in studying permanent pastures on a demonstration pasture at Covington, Ga., under the direction of the pasture specialist of the State college of agriculture. Agents reported the starting of 81 permanent pastures as a result of this trip.

The interest shown in lespedeza as a hay and pasture grass is also encouraging. Permanent pastures and legume hays mean better livestock, better soil, and better living. Interest in these crops indicates that the intelligent negro farmers and farm owners are beginning to think about the things that make for a permanent, profitable agriculture. The interest in soy beans, a relatively new crop in many States, as a cash or hay crop is shown by 621 completed demonstrations, involving 2,897 acres.

#### SPECIAL CASH CROPS

Among special cash crops, cotton and sweet potatoes led in number of demonstrations and acreage involved, but there were also many demonstrations with potatoes, tobacco, and other special crops.

Cotton, of course, always has been the main cash crop of negro farmers, as well as white, throughout the South. However, its profitable production has become difficult in recent years, and requires much more effort, skill, and knowledge than formerly. Under the coaching of agents, negro farmers are learning to use good seed of improved varieties, to fertilize intelligently, and to practice the cultural methods made necessary by changed conditions and the advent of the boll weevil. These methods were used in 2,156 production demonstrations under the supervision of local leaders and the agents in growing 26,404 acres of cotton. Thousands of other observing negro farmers were benefited by these demonstrations. Especial attention was given to coaching negro farmers in the right way of using calcium arsenate to control the boll weevil. More than 3,000 weevil-poisoning demonstrations were carried on through the season. As a result, many negro farmers in all the Southern States feel that now, in spite of even a severe weevil infestation, they can grow good cotton by following instructions as to culture and fertilizers and the use of calcium arsenate to control the weevil. Instances are cited where negro demonstrators, by following instructions closely, grew from one-half to 1 bale of cotton per acre in sections where the general crop averaged less than a bale to every 5 or 6 acres.

Sweet potatoes are an important food and feed crop as well as a cash crop in most Southern States. They ranked second to cotton in attention received on the agents' programs. There were 1,843 demonstrations of better methods of production, including use of better varieties of seed, treatment of seed for disease, fertilizing, and cultivation. Proper methods of storing sweet potatoes to prevent loss from decay during winter and of grading and handling for market were also given much attention. Sweet-potato demonstrations in South Carolina increased the yield by an average of 55 bushels per acre over the general average of the State.

#### HORTICULTURE

Horticultural projects carried on by negro workers were those directly affecting the home living, or the home and its environs, and enlisted the activities of both adults and children on the farm. The planting and care of tree fruits, bush and small fruits, and grapes, or home orchards and vineyards; market gardening, truck, and canning crops; the home garden; and the beautification of home grounds are projects included under this head. Both men and women agents were active in promoting all phases of horticultural work. Probably no other work done during the year was of more real importance or will have a more lasting influence.

More than 20,000 completed adult demonstrations are listed under the various horticultural projects for the year. The home vegetable garden comes first with 10,000 demonstrations, followed by beautification of home grounds through the planting of shrubs and flowers, with 4,342 demonstrations. Adults numbering 1,920 planted tree fruits and cared for them under the agents' direction as demonstrations for their communities, and 3,076 carried through successful demonstrations in the commercial production of market gardens, truck, and canning crops.

In some States, in connection with the demonstrations, systematic campaigns were made to encourage the planting of home gardens and orchards. An "all-year garden" campaign was put on in every county in North Carolina having a considerable negro population, in which superintendents of education, preachers, school-teachers, and business and professional leaders, took active part.

"Live at home" campaigns were conducted in all States.

#### LIVESTOCK

Livestock work among negro farmers is necessarily handicapped by the large number of tenants who are not situated so that they can keep or care for much livestock. Most work of this sort has centered around the immediate needs of the family and a well-rounded, self-supporting farm program. The community slogan of Texas, "A cow, a sow, and some chickens for every home," well expresses the object of livestock extension work among negroes in all the States. It includes the rearing, care, and feeding of horses and mules, dairy cattle, beef cattle, sheep, swine, and poultry.

Swine and dairy cattle were the two kinds of livestock, other than poultry, with which most work was done. Swine-feeding demonstrations were carried on in all the States, primarily to teach negro



farmers the most economical way of growing the home supply of meat. With dairy cattle, the chief work was in connection with procuring, or rearing, and properly feeding and caring for one or more good cows to insure the family milk supply. Many negro farmers have been building up and learning to handle successfully small commercial dairy herds. An instance of a successful negro dairyman is reported from Leon County, Fla. His herd has been built up until it now contains 40 good cows. The milk is shipped to Jacksonville. During 1923, demonstrations in dairy cattle were undertaken by 5,275 adults, of whom 4,159 completed the work and made reports. One thousand two hundred and seventy adults made reports on completed swine demonstrations, including feeding and rearing, involving a total of 7,585 hogs. Demonstrations in the care and management of poultry, involving 57,827 fowls, were completed by 4,254 adults. The care and proper feeding of horses and mules was the subject of 329 demonstrations, involving 1,248 animals.

Agents have not, as a rule, urged negro farmers to buy purebred livestock, but have emphasized the value of good sires in all lines of livestock work. During 1923, 950 purebred sires of different sorts were procured by farmers or groups of farmers at the instance of local agents. Of these, the larger number, 687, were purebred boars. Under the direction of local agents, poultry flocks were culled by 7,840 farmers and dairy herds by 184 farmers, to eliminate unprofitable individuals. Ninety-two circles, clubs, or associations were organized for the purpose of using purebred males of different kinds for breeding purposes. During the year, 387 purebred poultry associations, 55 purebred swine associations, and 28 purebred dairy cattle associations were organized.

Although negro farmers made only moderate progress in commercial livestock production during 1923, the number keeping and caring for one or more cows and raising and killing sufficient hogs to supply meat for the family was increased, according to reports. Some local agents report their belief that 50 per cent or more of the total number of negro farmers in their counties now keep one or more cows and produce their own meat.

#### RURAL ENGINEERING

In rural engineering, the principal work carried on during 1923 was the installation of drainage systems, construction of terraces, installation of sewerage, water, heat, and lighting systems, and construction or remodeling of farm dwellings and other buildings. Increased attention was given to rural-engineering projects. The great loss caused by soil erosion is being realized more and more by negro farmers, especially those owning their own lands. Demonstration terraces or soil dams were constructed on 1,681 farms. These dams were designed to prevent erosion on 44,340 acres of land. Special campaigns for terracing were made by many of the local agents. Usually, when a demonstration was to be given, all the negro farmers in the community were notified in advance so that they could assemble in the fields and participate in the work of laying out and constructing the terrace, and learn to do similar work on their own farms (fig. 2). One hundred and fifty miles of



terraces were built under the supervision of local agents in five Texas counties, to meet the requirements imposed by the Federal land bank, before granting loans.

Drainage systems, to drain 24,749 acres, were installed on 1,245 negro farms during 1923. Fifty-eight sewage-disposal systems, 100 water-supply systems, 11 heating systems, and 161 lighting systems were installed as a result of extension influence. Three hundred and eighty-two dwellings were constructed according to plans furnished through the agents and 670 dwellings were remodeled (fig. 3). The number of farms on which buildings, other than dwellings, were



FIG. 2.—Demonstration of use of the farm level for terracing and other rural engineering operations. According to reports of negro county agricultural agents for 1923, demonstration terraces or soil dams were constructed on 1,681 farms, to prevent erosion on 44,340 acres of land

constructed or remodeled according to plans furnished was as follows:

Barns.....	383
Hog houses.....	367
Poultry houses.....	838
Other farm buildings.....	567

That negro farmers are becoming interested in the use of improved machinery such as tractors, power sprayers, and milking machines, is shown by the fact that 949 farmers were instructed in the care and operation of such machinery by local agents during the year.

#### AGRICULTURAL ECONOMICS

Projects under this general head include farm management, organization of farm-loan or other credit associations, and cooperative marketing. The more progressive negro farmers evinced a grow-

ing interest in farm accounting and other farm-management subjects. Sixty-nine agents reported the distribution of 3,358 farm-account books, and 1,886 farmers receiving such books kept records throughout the year. They were assisted in summarizing and interpreting their accounts by the agents. The keeping of such accounts resulted in changes in business on 1,557 farms. Also 457 boys' and girls' farm-account clubs were formed, with a membership of 5,707, of whom 2,404 completed their year's work. Eighty-two farm-management and farm-account schools were held, and 3,034 farmers were assisted in keeping cost-of-production records.

More assistance was given by local agents to negro farmers in obtaining farm loans through Federal land banks than ever before. Forty-six negro farm loan or other credit associations were formed, with a membership of 1,672, and 1,153 farmers not belonging to such associations were assisted in obtaining credit. Answers to questionnaires from 10 counties in Alabama indicated that 219 negro farmers borrowed, through five negro farm-loan associations, and



Fig. 3.—Old house of a farmer and the new one erected as a result of extension work. In 1923 the extension service furnished plans for the construction of 382 dwellings and the remodeling of 670

10 white associations admitting negroes, \$196,930 from the Federal land bank during the year. The estimated amount of money borrowed by negro farmers in all the counties in that State having local agents was \$500,000.

The affiliation of negro farmers with county and local organizations of all sorts increased greatly throughout the year. Thousands of negro farmers in all the Southern States have become members of cotton, tobacco, and other cooperative marketing associations which negro local agents, in common with white extension agents, assisted in promoting. So many negro farmers are members of the cooperative tobacco-marketing association in Virginia that the association has employed a negro field agent to work exclusively among them.

In Alabama negroes in two counties grew strawberries and marketed them through the cooperative strawberry-marketing association. In several other States sweet potatoes were marketed cooperatively. In all the States numerous small cooperative associations



were formed among negro farmers for the purpose of buying fertilizer, seed, and other farm supplies. Negro farmers were also permitted to join white associations in making cooperative purchases of staple farm supplies.

All told, 102 cooperative marketing associations were organized among negroes during the year upon the suggestion or with the counsel of local agents. They sold products of a total value of \$124,978 at a profit of more than \$35,000.

In Florida negro agricultural clubs for the first time cooperated in grading, packing, and marketing various truck crops in carload lots at advantageous prices.



FIG. 4.—Community cotton gin owned and operated by negro farmers. Negroes are making greater use of cooperative organizations of various kinds. In 1923, 102 cooperative marketing associations were formed upon the suggestion or with the counsel of local extension agents

The fact that negro farmers so generally are learning how to cooperate through organizations in marketing, in purchasing farm supplies, and in many other ways, is one of the most encouraging results of the work and influence of the negro extension agent (fig. 4).

#### HOME DEMONSTRATION WORK

Negro women employed as home demonstration agents worked in approximately 100 counties in 11 States. More than half of all the agents were employed in the four States of Georgia, Mississippi, Texas, and Arkansas. Wherever home demonstration work is carried on, however, women agents have proved their value, and the work is highly regarded.

The work of women agents centers in and around the home and is almost equally divided between adults and juniors. Their activities have to do with home industries through which women and girls may earn money, or with the things that make for health, comfort, and better living of the family. Many results of the activities of



women agents have already been mentioned under farm demonstration work, or are included under club work.

A large part of poultry and dairy work with both adults and juniors has been done by women agents, and also much of the work with both adults and juniors in all horticultural projects is credited to them. This includes vegetable gardens, market gardening, truck and canning crops, planting and care of tree fruits, small fruits, and grapes, and beautification of home grounds. These are essentially women's work, but men did a great deal along these lines. In rural engineering, much of the work in promoting the building and remodeling of homes and other farm buildings was done by women agents.

The distinctive women's work with adults, aside from the phases already mentioned, is in foods and nutrition, clothing and household management, and home furnishings. During 1923, 31,010

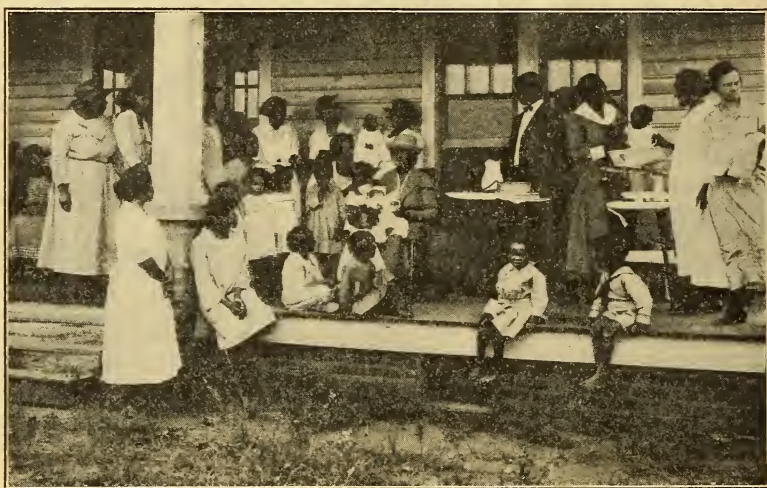


FIG. 5.—A baby clinic in a rural community. During 1923, 2,221 demonstrations in child feeding and care were completed, involving 8,452 children to 4,525 homes

homes were influenced to serve better-selected food, such as fruit, green vegetables, milk and other dairy products, meat and fish, eggs, and unrefined cereals. The work in bread making was done by 2,887 adults and in meal preparation by 2,447, under the instruction of home demonstration agents. Proper preparation of school lunches was taught to 1,166 women, and more than 32,000 homes or schools were influenced by adult or junior extension work to adopt better practices of food preparation. In many counties community kitchens were built or rooms in schools or churches assigned for the purpose and equipped with the necessary utensils and furniture by the club women. In Arkansas, every county, and many communities, where negro home demonstration agents were employed, had such a kitchen.

An interesting part of home demonstration work was that of child feeding and care (fig. 5). During 1923, 3,278 result demonstrations were started, of which 2,221 were completed, involving 8,452 children in 4,525 homes. A closely related activity was that

of home health and sanitation, in which instruction in home nursing and first aid in sickness or accident was given in 3,847 homes. Extension agents influenced 20,763 farmers and home makers to adopt better sanitary practices, either of screening houses or using other methods of controlling flies, mosquitoes, and various insects, or of constructing sanitary closets or outhouses.

Aside from gardening and home beautification, food preservation probably was the largest activity of the agents. Canning interested not only women and girls, but men and boys. Home demonstration agents reported that many men joined canning and cooking clubs. Members of adult canning clubs canned 310,409 quarts of fruit and 270,914 quarts of vegetables. Besides, great quantities of food were dried, brined, and cured, or otherwise preserved. Forty agents reported 33,490 quarts of meat and fish canned, 23,833 pounds of meat and fish dried, and 415,536 pounds of meat and fish brined and cured.

The home curing of pork products is a matter of great interest to the southern farmer. The difficulty of saving meat was in part the reason why many farmers made no effort to raise hogs and kill them for their home supply of meat. Demonstrations of methods of curing meats in a southern climate were given much attention and had wide influence. The canning of meats was popular in sections where negro farmers were not too poor to buy steam-pressure cookers. By this means rural families in sections where fresh-meat markets are not readily available can provide a supply of fresh beef, mutton, or other meats for occasional use throughout the year.

The State home demonstration agent of Arkansas reported that in the community where the first pressure-cooker demonstration of canning fresh beef was given ordinarily not less than 20 beeves, hogs, and veal are canned each fall and spring without help from the local agents.

Clothing work with adults, as with club girls, embraced selection of materials, construction and modeling, renovation, millinery, and allied activities, in which demonstrations were completed by 10,067 women. The total savings on demonstrations, resulting from the better practices followed, are estimated at \$50,512. It is worth noting that the saving due to this one phase of women's work is more than 50 per cent of the entire cost of the women's work for the year.

In household management and home furnishings, women, under the guidance of the agents, demonstrated the keeping of budgets and accounts, the better equipment of the household or arrangement of the kitchen, how to save time and effort by better planning of the household tasks, and the furnishing and decorating of the home. With both adults and girls this was an instructive and interesting activity. During the year, 9,876 homes were reached and influenced to change practices relative to some phase of home management or furnishing. More than 2,100 homes installed equipment, which included 232 hand washing machines, 655 fireless cookers, 158 pressure cookers, 615 hand sweepers, 57 power vacuum cleaners, 1,080 kitchen cabinets, 127 wheel trays, 618 iceless refrigerators, and 1,542 other labor-saving devices or articles of equipment for the household.



The influence of the work of negro home demonstration agents is far-reaching and permanent, and its value can not be measured alone in terms of things done or money earned. However, the partial reports gathered show that, even in such terms, the money spent on the work is a wise investment.

#### JUNIOR CLUBS

Agents find boys and girls more receptive, more willing to follow instructions, and, on the whole, better demonstrators than their parents. Often the best way, or the only way, to get the father or mother interested in the programs of extension work is first to get their consent to enlist the boy or girl in some form of junior extension work. In States, as in North Carolina, where a State club agent or other supervisory officer conducts club work in counties not having local agents, it has been found that this often paves the way for adult work.

During 1923 practically every project in which adults were engaged had also junior clubs or individual boys and girls doing the same work. There were 2,970 organized clubs, with a total enrollment of 21,629 boys and 33,878 girls, besides hundreds of both boys and girls in every State doing club work but not enrolled in regularly organized clubs. Clubs for negro boys are called "farm makers'" and for girls "home makers'" clubs. They are organized on a community basis, generally, with the rural school or church as the center. They are not formed around a single project or crop, but each club carries on a number of activities through different groups of its members. A club member may be enlisted in two or more club activities. In counties where there is but one agent, either man or woman, both boys' and girls' clubs are usually organized and supervised as far as practicable by the agent.

The fact that many boys and girls are engaged in club work who are not enrolled in regularly organized clubs makes it difficult always to distinguish between the boys' and girls' clubs and the work of men and women agents, in reported club activities. In a general way, boys' clubs are organized and looked after by men and comprise the field crop and livestock club groups, while the women agents for the most part organize and supervise clubs for girls in horticultural projects, such as home orchards, gardening, canning, and in clothing household management, and foods and nutrition. Both boys and girls, however, were engaged in practically every club activity. Of the 9,813 corn-growing club members enrolled in 1923, 1,365 were girls. Seventy-six girls were enrolled in cotton clubs and a few in all the other field-crop clubs. Also, although the livestock clubs are, on the whole, composed of boys, girls predominate in the poultry and dairy clubs, in which much of the work is evidently carried on by local home demonstration agents.

Of the field-crop clubs, corn leads, and cotton, peanuts, sweet potatoes, and potatoes, in the order named, come next in number of enrollments and completed demonstrations. More boys and girls were enrolled in the corn clubs than in all other clubs combined (fig. 6). The 5,266 members who reported grew 194,740 bushels of corn.

Many large yields, a few as high as 100 bushels per acre, were made. The average yield of approximately 30 bushels per acre is



much more than the fathers of club members got on the same farms, and much above the average acre yield of southern farmers generally.

Club members numbering 1,513 were engaged in growing cotton; 1,507, peanuts; 1,153, sweet potatoes; and 655, potatoes. In the 15 other field-crop, cash-crop, or legume and forage-crop projects, the club enrollment under any one project was at most but 200 or 300. Substantially increased yields, as compared with the usual yields in the same communities, were obtained by the members of all crop clubs.

Of the livestock clubs, the pig club was of most interest to boys. In the various swine clubs 4,909 members were enrolled, of whom 4,242 completed their work and made reports. The pig clubs have been the means of teaching many thousands of negro farmers and their boys the value of good breeding and proper feeding, and are largely responsible for the noticeably better grade of hogs now owned by negro farmers. Pure-bred pigs of club members were exhibited at community, county, and some State fairs. A pure-bred-pig club in Princess Anne County, Md., consisting of seven boys and three girls, was financed through a local bank, and each member started with a purebred sow pig three years ago. Their loans were all repaid the first year. The 10 sows produced, up to December 31, 1923, 242 pigs, which were sold for a total of \$2,548. The net profit to the club is calculated at \$1,720, and they still have their brood sows. Three of the boys are now in an agricultural school.

A total of 7,444 girls and 1,220 boys engaged in poultry work. This usually consisted of rearing chicks from purebred eggs, thus learning how to feed and handle poultry properly. Fifty per cent of the total number enrolled completed work under the project and made reports. The total value of the poultry raised by club members reporting was \$43,855.

Demonstrations of the care and feeding of dairy animals were completed by 1,259 club members, of whom all but 100 were girls. The family-cow campaign among adults and the dairy club work together were responsible for a greatly increased supply of milk in the diet of negro farm families.

The girls' clubs organized by the local home demonstration agents include many activities, all centering in or around the home. A total of 6,704 club members, practically all girls, enrolled in work with vegetable gardens, and 3,475 with some market, truck, or special canning crop. In Arkansas the girls' one-tenth-acre tomato-plot project was one of their most profitable enterprises.



FIG. 6.—Club members learning to judge corn. In 1923 corn clubs had 5,266 members, who grew 194,740 bushels and made an average yield of 30 bushels per acre.

The growing interest in home orchards and improved home surroundings is reflected in the club enrollment, showing more than 2,000 club members planting and caring for tree fruits, small fruits, or grapes as their club enterprise, and 6,845 engaged in care and beautification of home grounds. A total of 15,224 negro girls took part in studies and demonstrations of bread making, meal preparation, preparation of school lunches, and other food-preparation club activities. Club girls, numbering 15,729, were taught to preserve fruits, vegetables, meats, and fish, by canning, drying, curing, and brining. Of these girls, those reporting canned 158,515 quarts of fruit, 103,148 quarts of vegetables, and 1,195 quarts of meat or fish, besides large quantities preserved in other ways.

In clothing, more than 15,000 girls were instructed in selection of materials, construction and modeling, renovation, millinery, and



FIG. 7.—A club girl's bedroom, improved as a result of her club activities. In 1923 more than 9,000 negro girls enrolled in the household management and furnishing project, which included budgets and accounts, equipment, kitchen arrangement, work planning, furnishing, and decorating

similar work. The largest number of girls were taught construction and remodeling and the next largest number, selection of materials. By this intensely practical work, the girls were taught to make and remodel clothing for themselves and other members of their families in accordance with good taste and economy. The proportion of girls who completed work in the chosen lines and made reports was considerably more than 50 per cent. These made 27,155 garments and hats and 17,196 other articles, valued at \$52,930.

Another important line of girls' club work was that of household management and furnishings, which included budgets and accounts, equipment, kitchen arrangement, work planning, furnishing, and decorating (fig. 7). A total of 9,057 girls enrolled in these activities.

In the conduct of negro boys' and girls' club work, agents, both men and women, had the active cooperation of local leaders and



helpers from all walks of life. School-teachers were usually chosen as local leaders. The method of organization whereby the community clubs choose their own leaders has helped to keep up interest.

All told, 6,792 county, community, and local leaders were actively engaged in forwarding club work. Agents trained 277 demonstration teams of boys and 305 of girls, who gave demonstrations of various club activities at rallies, encampments, and community and county fairs. Two hundred and five junior judging teams were also trained and competed in various judging events.

Club exhibits made up a large part of all exhibits at fairs, and won many cash premiums and other awards. Tens of thousands of negro boys and girls learned practical lessons in agriculture and home economics and earned some money through club work in 1923, and at the same time helped to influence others to do better farming or to improve the home living or surroundings.

Every negro agricultural college in the South has felt the influence of club work in its enrollment in agricultural and home-economic classes. In 1923, 939 negro club boys and girls were reported to have entered college, and every negro college had many former club boys and girls enrolled. Most of these were inspired by club work to seek a better education, and many earned a large part of the necessary money to pay tuition and expenses by their club activities.

## METHODS

### MOVABLE SCHOOLS

The movable school, which for years has been a unique and valuable feature of negro agents' work in Alabama, was continued on a larger scale in 1923. Similar work was begun in Mississippi. The movable school is conducted in Alabama by three agents, one man and two women, who travel through the country in an especially built and equipped motor truck, holding one to six day sessions in various communities in the counties, in which they are assisted by the local farm and home demonstration agents. They also hold one-day meetings in some counties that have no agent.

The program of these schools embraces demonstrations and lectures on health and sanitation, farm and home improvement, care of poultry, and care and improvement of livestock. Through posters, handbills, and other means the time and place of the meetings are thoroughly advertised, and the attendance is always large. Men, women, boys, and girls are grouped in separate classes and given instruction in practical subjects. Such a school, by prearrangement, is staged at some negro farmer's home, and part of the instruction is in the remodeling, repairing, and improvement of the farmhouse and its surroundings by the local farmers, under the instruction of the agents. Terraces are made, poultry houses and sanitary toilets erected, houses screened and painted, and steps built. On the inside the women scrub, disinfect, renovate, and rearrange, so that when the school is over the house is like new. The object is first to impress on the community the value of these improvements, and second to teach the farmers themselves how to do the work. The equipment for teaching women and girls consists of steam-pressure canners, fireless cookers, food choppers, table equipment, and material for



teaching the cutting and fitting of clothing, and the making of dress forms, mattresses, rugs, and curtains.

With the Alabama school also goes a health nurse maintained by the State health department cooperating with the Tuskegee Institute, who gives instruction in caring for the sick, preserving health, applying first aid for accident or sickness, and allied subjects.

After stated working hours each day, the rest of the afternoon is given over to recreation and entertainment. For this purpose the truck carries tug-of-war rope, volley ball and net, various health games, and a motion-picture machine. It is equipped with a lighting plant.

During 1923 the teaching force of the movable school spent 164 days in the field, held 22 extension schools in as many counties, which included all counties that had agents, and reached 67 communities in Alabama. The total attendance at these schools was 24,447 men, women, and children. Both county agricultural and home demonstration agents consider that the movable school was of great help to them in their counties. It stimulated interest in all lines of work and advertised the programs of work in the county as nothing else could. The movable school in Mississippi, during the first year, specialized on home improvement with excellent results. The supervising agent believes that the movable school will have a permanent place in programs of future negro work in that State.

#### CONFERENCES, SHORT COURSES, AND RALLIES

A general conference of negro supervisory agents of all the States was held at Tuskegee Institute, Ala., in connection with the annual session of the negro farmers' congress held at that institution early in the year. This conference was attended by the director of extension, the Chief of the Office of Cooperative Extension Work, and other representatives from the United States Department of Agriculture, and by representatives of the extension service of the white agricultural and mechanical colleges from several States. The general subject of the conference was the status of negro work and plans for its future development.

Another regional conference, attended by delegates from four States, was held during the short course at the negro agricultural and mechanical college of Texas in midsummer. In addition to these general conferences, one or more group conferences of agents were held in every State having a considerable force of negro agents. Usually, one conference was held early in the year to outline programs of work and make general plans, and another later in the year, in connection with the short-course work of the college, the latter conference being devoted largely to training agents.

Short courses in agriculture and home economics for negroes and their families were held usually during the summer at the negro agricultural and mechanical college in each State. In some States this was combined with a short course for agents and club members, while in others a short course for club members was held separately. Georgia initiated the policy of holding a two-weeks' course of intensive training for all agents at the negro agricultural and mechanical college. A short course for boys' and girls' club members was held at Hampton Institute, Va., for the first time, with an attendance

of more than 200. The reported attendance of boys' and girls' club members at short courses in other States, especially Alabama, Texas, and Oklahoma, was larger than in previous years.

Agents also helped to organize and to conduct general meetings of negro farmers and their families, such as negro conferences and negro farm congresses, in a number of States.

County rallies, short courses, or picnics of club members, were held in almost every county in which a negro agent worked. The usual program of such rallies or short courses was to devote the forenoon to reports of progress from the various clubs and to instruction in the lines of work, and the afternoon to games, music, and other entertainment. Business men and organizations in towns where such rallies were held usually provided dinner for club members and cooperated in various ways to make the club rally a red-letter day in the experience of the country boy or girl club member. Successful camps were held in Tennessee, but were not undertaken in most other States. It was believed that as a rule the negro boy or girl could not spare the time or money to attend camps. Two hundred and forty-nine rallies or encampments were held during 1923, with a total attendance of 22,363 club members and 4,860 local leaders and other adults.

Campaigns for all-year gardens, for boll-weevil control, and for the planting of summer and winter legumes were carried on in different States during the year. The planting of at least six vegetables was a prerequisite to enrollment in the "all-year garden" club of North Carolina, and 2,500 negro farmers returned cards showing that they had complied with all conditions.

In Virginia, demonstration tours were arranged in every county but one where negro work was being carried on. Demonstrations of all kinds in various parts of each county were visited, discussed, and compared by those taking part in the tour. Similar tours were arranged in counties in South Carolina, Arkansas, and other States. The agents are convinced that such tours are a valuable means of stimulating interest in better farming and that they will become an annual feature of negro work.

#### FAIRS

Through the influence of agents, exhibits were made at 784 community, county, and State fairs during 1923. One or more community fairs were held in almost every county that employed either a negro man or women agent. They were promoted by agents as an effective means of advertising the benefits of demonstration work, stimulating competition among farmers and club members, and extending the influence of the work. Bankers and other business men in the counties were liberal in offering premiums. Fairs were held under the auspices of community clubs, and programs were arranged to include agricultural talks by supervisory agents and specialists. An interesting feature of the community fairs in many States was the testimony of demonstrators and club members as to the personal benefit received by them as a result of following the agent's instruction. Frequently, basket dinners or barbecues were arranged. Entertainment, such as music, plays, and games, was usually part of the program.



The community fairs were well attended by both negro and white farmers, as well as by business and professional men interested in the progress of negro farmers. Prize-winning exhibits at community fairs were assembled for exhibit at county and State fairs. White and negro county fairs were combined for the first time in 1923 in a number of counties in different States, and negro exhibits won many prizes in competition with exhibits of white farmers. Exhibits were also made at all State fairs, and were of such excellence as to win many premiums and bring favorable comment. The exhibit of negro work made at the Florida State fair elicited editorial praise from several metropolitan papers in both Florida and Georgia. Premiums were offered for negro club members at the Texas State fair for the first time in 1923. At four of the principal fairs in Georgia, negro exhibits were received in such numbers that even after the original space allotted had been much increased, some exhibits could not be placed. At both county and State fairs in all the States every encouragement to make exhibits of negro work was given to agents and exhibitors by the fair officials.

### OUTLOOK

One of the encouraging things in the outlook for negro extension work is the increasing willingness of county boards, civic organizations, bureaus, banks, individuals, and negroes themselves, to make appropriations or contributions for its support. The lack of adequate financial support within the counties has been chiefly responsible for the relatively low salaries paid negro agents, as well as the meager equipment and insufficient travel facilities with which most of them are supplied. It is not probable that the number of negro agents can be increased much until additional Federal and State extension funds are made available, but better local support for the work now organized will add largely to its efficiency. The greater interest now shown by negro farmers and their families in extension work, and their growing willingness to assist actively in furthering extension programs, are to the agents the most significant of all signs of progress.

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